

SUCCESS STORY

Peppermint Energy

South Dakota Manufacturing and Technology Solutions

“MTS served as a mini-COO for us at one of our most vulnerable times. We were very impressed with the ability of MTS to align our project goals with the reality of being an under-staffed start-up.” Brian GramM, CEO

Solar Energy Startup Shines

ABOUT. Peppermint Energy was founded 2011 with the goal of bridging the worldwide energy-access gap. Operating in the wide space between utility scale solar and solar “trinkets” to charge your phone, Peppermint Energy designed the FORTY2, a portable solar generator that combines all the elements of an electrical grid into a small, mobile unit. More than a kit or dress-up battery, the FORTY2 is a true solar power supply that works even when the sun isn’t shining. Peppermint Energy is based in Sioux Falls, South Dakota, and has seven employees.

THE CHALLENGE. As a startup, Peppermint Energy worked with South Dakota Manufacturing and Technology Solutions (MTS), a NIST MEP affiliate, to assess manufacturing requirements for the FORTY2. The management team wanted the FORTY2 to be Made in America, and considered putting Peppermint’s own brick and mortar in place to manufacture the product. MTS helped the company consider its options and determine the right course of action for getting the FORTY2 off the ground.

MEP’S ROLE. MTS and Peppermint’s management team assessed the capabilities needed, capital investment, and start-up from ground-zero risks related to manufacturing the product. This process helped Peppermint Energy come to the capital-efficient decision to rely on manufacturing partners for the FORTY2. Using due diligence and a selection criteria matrix recommended by MTS, the team identified and interviewed potential partners.

A South Dakota contract manufacturer met the right criteria, and the three-way partnership between Peppermint Energy, MTS, and the manufacturing partner resulted in a win-win-win business opportunity. Peppermint Energy launched the FORTY2, successfully making the transition from startup to commercialization. Now a thriving business, Peppermint Energy has shipped solar generators to over 20 countries, and is adding more countries quarterly.



RESULTS



Added sales of **\$2.5** annually



Invested **\$400,000**



Exports to over **20** countries

NEXT STEPS



2329 N. Career Avenue
Suite 106
Sioux Falls, SD 57107



(605)367-5591



wes.kelly@usd.edu



www.sdmanufacturing.com

